



County of Fairfax, Virginia

ADDENDUM

Date: February 28, 2012

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP2000000110

TITLE: Hydraulic Rescue Tools, Equipment and Related Services

DUE DATE/TIME: March 27, 2012 at 2:00 P.M. **(Revised)**

The referenced request for proposal is amended as follows:

1. The due date/time has been changed to March 27, 2012 at 2:00 P.M.
2. Refer to Attachment I for the responses to the questions from the pre-proposal conference held on February 23, 2012 and questions received via e-mail.

All other terms and conditions remain the same.

Kristy D. Apperson, MS, MBA
Contract Specialist II

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Name of Firm

(Signature)

(Date)

A SIGNED COPY OF THIS ADDENDUM MUST BE INCLUDED IN THE TECHNICAL PROPOSAL OR RETURNED PRIOR TO DATE/TIME OF CLOSING.

Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.

Department of Purchasing & Supply Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpsm

Attachment I

Q1. Will the offerors be able to inspect the equipment that is to be exchanged/turned in and if so, will the proposal due date be extended to allow for this inspection time?

A1. Yes. Vendors can inspect the equipment for exchange/turn in. The due date/time has been extended to March 27, 2012 at 2:00 P.M.

Q2. What type of generators do you use?

A2. Harrison.

Q3. As per section 5.5, you mention mounting. What type of price are you looking for?

A3. Please price this so that the new mounting is as it was before.

Q4. Are hose reels universal across the industry?

A4. Hose reels are not universal and may require some adjustments depending on the vendor selected.

Q5. Are you using 16' for hose to reel connection?

A5. No, this connection is separate.

Q6. Section 5.5, is this requesting that the vendor to install new with the hose reels?

A6. Yes.

Q7. We understand that many rigs have custom brackets. Are you also looking for new brackets?

A7. Yes.

Q8. Mounting – would it be possible to separate this part of the RFP into a separate requirement?

A8. We will take it under advisement, however at this time the answer is no.

Q9. Please provide an in-depth explanation of your mounting requirements.

A9. The units are available for evaluation at Fire Station 11 – Penn Daw, Fire Station 18 – Jefferson and Fire Station 26 – Edsall Road. Any vendor can go look at them as they see fit, after they contact the Fire & Rescue Department.

Q10. Are you entertaining bids that are better than what is stated in the RFP?

A10. Yes. The details in the RFP are the minimums. Please provide your best response.

Q11. Do you want the reels to be replaced in the same quantities and locations?

A11. Yes. We will not be asking you to add more reels to the rigs than are already on them.

Attachment I

Q12. Would you consider a bulkhead fitting?

A12. If you can show that it can improve the functionality without additional training, then we will consider this as an option.

Q13. Sections 1.2 and 5.6 refer to NFPA certification; are you requiring that these items be manufactured to NFPA standards or that they are manufactured and certified to these standards?

A13. All items must be manufactured and certified to the NFPA standards.

Q14. What length of hose is acceptable in the bulkhead fitting?

A14. While we do not particularly lean towards a bulkhead fitting, as stated in Q12, if you can show that it can improve functionality without additional training and support then we will consider.

Q15. For installation on the rigs that already have bulkhead fittings, are you wanting to increase the reel numbers?

A15. No. The numbers of reels on the rigs will remain the same, however, we do ask that the power unit be able to support a minimum of 3.

Q16. If you can only offer a power unit that has four outlets must all be live?

A16. No. The requirement is that only 3 must be live and we will not mess with PTO.

Q17. Section 4.3 mentions the value on trade in equipment; do you want a lump sum quote or an individual line item quote for these items?

A17. How you present it is up to you as long as you can show the best value for trade-in.

Q18. When it comes to installation are we doing all the squads at once or piecemeal?

A18. All units will be installed at once. You will have the availability of both facilities to use for the work required and a member of the department will be available to you for consultation.

Q19. In respect to negotiations, will that only be for the technical portions of our proposal or for both the technical and cost?

A19. Negotiations can cover both the technical and cost proposals.

Q20. In regards to demos, are these going to take place over several days?

A20. All demos will be conducted in one day, so there is no need to store your products with us.

Q21. Will this purchase be processed through eVA?

A21. No, this is a direct to Fairfax County purchase.

Attachment I

- Q22. Page 1, Section 1.5, Trade in of existing rescue tools as outlined in 4.3. Are there service records for the equipment, as well as the age and condition of equipment listed?
- A22. All existing equipment was serviced in the spring of 2011, including loaner and academy equipment. No other records exist. Attached are approximate acquisition dates for the equipment.
- Q23. Page 4, Section 5.5, Installation. Will the units be available for inspection to determine an accurate cost of installation, based on the work that is needed?
- A23. The units are available at their assigned fire houses. Any vendor can go look at them as they see fit after they contact the Fire & Rescue Department.
- Q24. Do we need to include copies of all pages in Appendix "A" and submit with proposal?
- A24. No, as long as it is understood that this section is part of the contract.
- Q25. Page 1, Section 3.1 states that Contract is to begin on date of award through March 31, 2014. Will the tools as listed in Appendix "B" be installed all at once converting all the Rescue Squads at one time, or will they be installed on the Rescue Squads one at a time over 2 years? I would assume you would want all the Rescue Squads to have the same equipment as soon as possible.
- A25. All at once.
- Q26. Page 4, Section 5.6 I, lists 4 Telescopic Rams 18"-60". Page 3, Section 5.1 10, lists 6 Rams if single Stage, 2 if telescopic 15"-60" and the Price Schedule in Appendix "B" requests prices for Telescopic rams only. What is the correct range for the telescopic rams?
- A26. The correct range should be 15-50".
- Q27. Why isn't a price for single stage rams requested?
- A27. Telescoping rams are preferred. If a company does not manufacture telescoping rams, we do not wish to exclude them from bidding. However, if your company makes a telescoping ram, please include both in the bid.
- Q28. Page 6, Section 6.3.e, Financial Statements. Income statements and balance sheets, do they have to be provided, as they may be considered private information for larger corporations.
- A28. Yes. These need to be submitted as part of your proposal but as per paragraph 10 on page 7 of the RFP, this section can be marked as proprietary. (Note: please do not mark your entire proposal as proprietary. Only mark the sections, pages, documents, etc. that are not for public information).

Attachment I

Q29. Page 7, Section 13.2, the link provided to check the addendum does not work. Where should we check?

A29. www.fairfaxcounty.gov/solicitationsn

Q30. Page 10, Section 17.1. Is a printout from the Excluded Parties List System sufficient enough?

A30. Yes.

Q31. Page 25, Appendix A, Paragraph 65, BPOL. Our Corporation does not have a Fairfax County address. We are located in, and incorporated in Maryland. Do we still need to apply for the Business Professional and Occupation Tax License? The BPOL Office (703) 222-8234, said we did not.

A31. The BPOL is not required to submit a proposal but should your firm be awarded a contract, you may be required to obtain this at that time.

Q32. The RFP is posted on eva.virginia.gov and fairfaxcounty.gov/solicitation. Do we need to only submit a written proposal to the mailing address specified in the RFP?

A32. Yes. All proposals must be sent to 12000 Government Center Parkway, Suite 427, Fairfax, VA.